

## Message Text

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PAGE 01 STATE 306094  
ORIGIN EUR-12

INFO OCT-01 ISO-00 PM-05 DODE-00 CIAE-00 INR-07 L-03  
ACDA-12 NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06  
TRSE-00 EB-08 COME-00 MCE-00 /073 R

DRAFTED BY EUR/RPM:EREHFELD, OSD/ISA:JEFFERSON  
APPROVED BY EUR/RPM:WTSHINN, JR.  
PM/SAS - MR. SMITH  
OSD/ISA - GEN. BOWMAN  
EUR/NE - MR. NEWLIN

-----003660 231538Z /50

P 231524Z DEC 77  
FM SECSTATE WASHDC  
TO AMEMBASSY BRUSSELS PRIORITY  
INFO USMISSION USNATO PRIORITY

C O N F I D E N T I A L STATE 306094

E.O. 11652: GDS

TAGS: MPOL, NATO, BE

SUBJECT:HAWK IMPROVEMENT PROGRAM

REFS: (A) STATE 289234; (B) BRUSSELS 18647

1. WE ARE URGENTLY WORKING ON A DRAFT MOU DESIGNED TO  
IMPLEMENT OFFER CONTAINED IN SECRETARY BROWN'S 3 DECEMBER  
LETTER TO MOD VANDEN BOEVNANTS REGARDING WAIVING OF  
BUY AMERICAN DIFFERENTIALS ON US DEFENSE PROCUREMENT  
IN BELGIUM UNTIL PURCHASES EQUAL BELGIAN EXPENDITURES  
IN THE US ON IMPROVED HAWK. IT IS PRESENTLY CONTEMPLATED  
THAT MOU WOULD PROVIDE FOR FOLLOWING POINTS, AMONG OTHERS:

A. OBJECTIVE OF FACILITATING, THROUGH WAIVER OF BUY  
AMERICAN AND OTHER PRICE DIFFERENTIALS ON DEFENSE PUR-  
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CHASES, A FLOW OF BELGIAN PRODUCTS TO THE US EQUAL TO  
NET DOLLAR FLOW TO US FROM BELGIAN PURCHASE OF IMPROVED  
HAWK. CALCULATION OF NET DOLLAR FLOW WOULD TAKE ACCOUNT  
OF PURCHASES MADE FROM BELGIAN SOURCES BY RAYTHEON AND  
OTHER COMPANIES PURSUANT TO SEPARATE AGREEMENT CONTEM-  
PLATED BETWEEN RAYTHEON AND GOB.

B. US BEST EFFORTS TO HAVE RAYTHEON AND OTHER COMPANIES ASSOCIATED IN I-HAWK PROGRAM PROVIDE BELGIAN INDUSTRY WITH SUBCONTRACTING OPPORTUNITIES.

C. WITH RESPECT TO BELGIAN BIDS FOR DOD PROCUREMENTS:

(1) WAIVER OF US BUY-NATIONAL LAWS OR REGULATIONS.

(2) CONSISTENT WITH US LAWS AND POLICIES, WAIVER OF CUSTOMS DUTIES OR OTHER PERTINENT RESTRICTIONS.

(3) PROVISION OF TECH DATA REQUIRED FOR PRODUCTION ON REASONABLE COST BASIS.

(4) FACILITATION OF NECESSARY EXPORT LICENSES REQUIRED FOR PROVISION OF BID PACKAGES AND RELATED TECH DATA.

D. GOB ASSISTANCE TO BELGIAN FIRMS WHICH MIGHT QUALIFY FOR COMPETITIVE PROCUREMENTS; ASSISTANCE TO SUCH FIRMS IN PROTECTING CLASSIFIED INFORMATION; AND PROTECTION OF TECH DATA TO ENSURE USE FOR PURPOSES OF AGREEMENT.

E. APPLICABILITY OF 1960 GENERAL SECURITY OF INFORMATION AGREEMENT.

F. PROJECT OFFICERS TO MONITOR AND MEET PERIODICALLY.  
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G. BOTH SIDES TO KEEP RECORDS AND EXCHANGE INFO.

2. EMBASSY IS REQUESTED TO CONVEY ABOVE INFORMATION TO BELGIAN MOD ON URGENT BASIS, AND SOLICIT COMMENTS THAT WE COULD TAKE INTO ACCOUNT IN DEVELOPING A PROPOSED MOU. PLEASE REPORT REACTION ASAP. VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** DEVELOPMENT PROGRAMS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 23-Dec-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE306094  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** EREHFELD, OSD/ISA:JEFFERSON  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
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**Message ID:** f8b7cafd-c188-dd11-92da-001cc4696bcc  
**Office:** ORIGIN EUR  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
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**Previous Classification:** CONFIDENTIAL  
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**Reference:** 77 STATE 289234, 77 BRUSSELS 18647  
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**SAS ID:** 137444  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** HAWK IMPROVEMENT PROGRAM  
**TAGS:** MPOL, BE, NATO  
**To:** BRUSSELS  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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